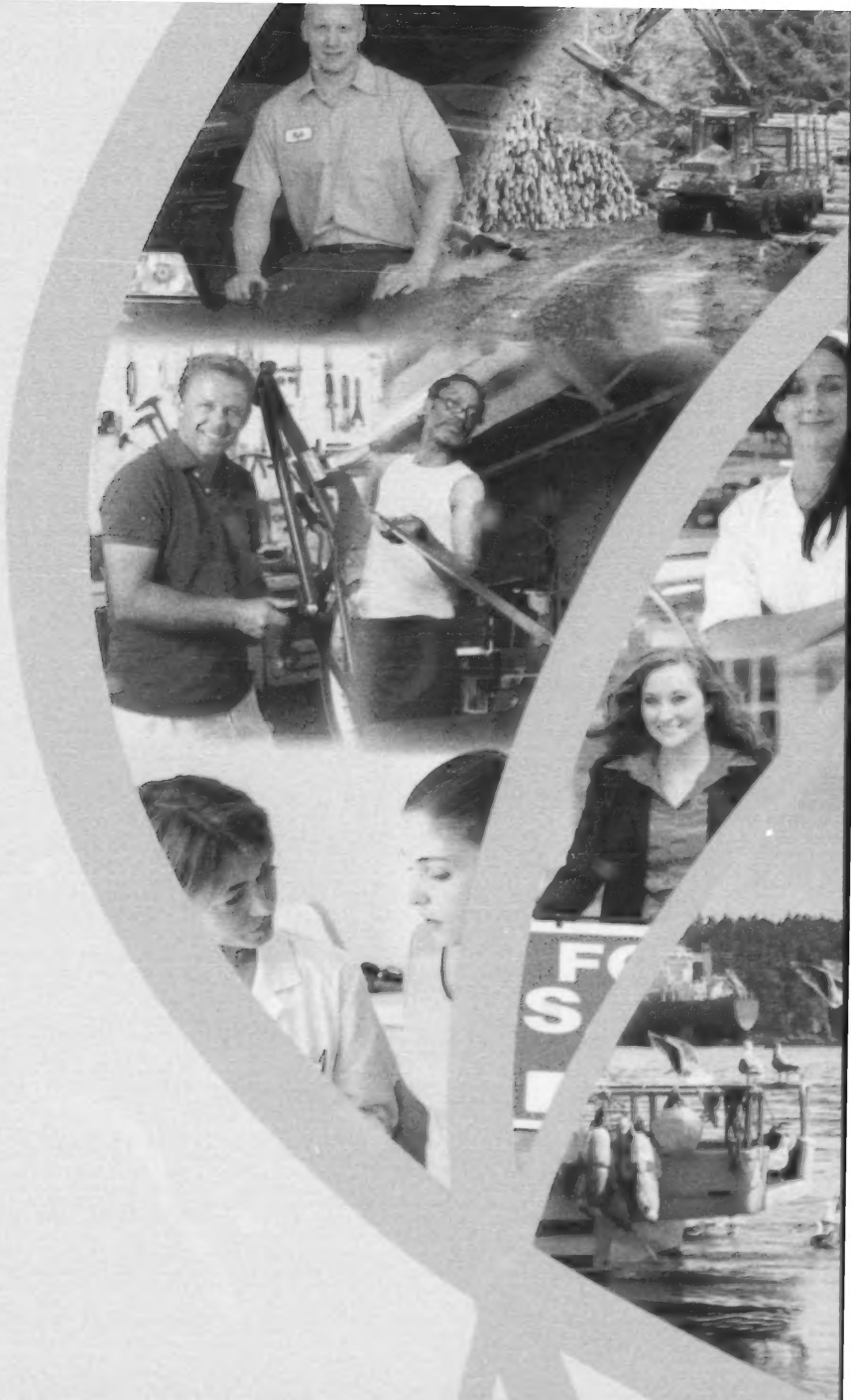
BRITISH COLUMBIA'S
Small Business Roundtable
est. 2005



SMALL BUSINESS ROUNDTABLE

9th Annual Report to Government | October 2014

SMALL BUSINESS IS BIG BUSINESS

GROWING
THE ECONOMY:

Fostering the growth and success of small business benefits all British Columbians through increased job creation, innovation and economic competitiveness.

KEY STATS:

- **98%** of businesses in the province are small businesses
- **382,200** total small businesses
- **53%** are self employed with no employees
- **83.4** small business/1000 ppl (#1 in Canada - avg 70.1)
- **31%** of GDP (#1 in Canada tied with Sask. avg. 29%)

KEY TRENDS:

- **Fastest growing sectors 2008–2013** (businesses added)
  Real Estate: **+3,196**
  Heath Care: **+1,874**
  Professional, Scientific & Tech Services: **+1,771**

KEY GOVERNMENT INITIATIVES:

- **Small Business Accord**
  www.jtst.gov.bc.ca/sbaccord
- **BC Jobs Plan**
  www.bcjobsplan.ca

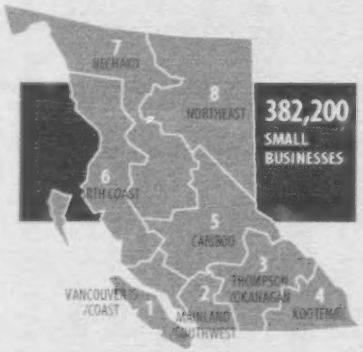
The Small Business Accord and its principles were established to help foster a progressive business culture where government initiatives support current and future generations of small business owners across British Columbia.

GROWING
ENTREPRENEURS:

Small businesses represent the backbone of B.C. communities and cross over all business sectors, from retail stores and doctors' offices to computer programming, and even the family farm.

NUMBER OF SMALL BUSINESSES BY REGION, 2013

REGION	POP.	# OF SMALL BUSINESSES
1 Vancouver Island/Coast	775,405	68,900
2 Mainland/Southcoast	2,808,829	226,000
3 Thompson-Okanagan	528,658	49,500
4 Kootenay	145,901	13,100
5 Cariboo	157,047	10,300
6 North Coast + 7 Nechako	96,523	6,300
8 Northeast	69,619	7,500
British Columbia	4,622,573	**382,200**



KEY TRENDS:

- Between 2008 and 2013 the number of self employed women in the province grew **6.6%**
- In 2013, approximately **37.7%** of BC's self employed were women (CDN Avg. 36.3%)

KEY GOVERNMENT INITIATIVES:

- **Small Business BC**
  www.smallbusinessbc.ca
- **MentorshipBC**
  www.mentorshipbc.ca
- **Starting a Small Business Guide**
  www.resourcecentre.gov.bc.ca/pdf/Start_SmlBusiness.pdf

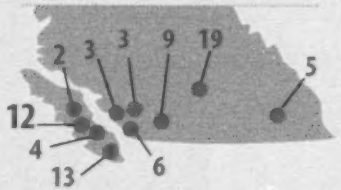
GROWING
PARTNERSHIPS:

By collaborating with government we will identify actions that we can take to promote growth, reduce red tape and increase economic competitiveness.

KEY DEVELOPMENT:

- New Mobile Business Licence (MBL) Agreement was reached on Jan 1, 2014 with Central Vancouver Island (12 Communities)

MOBILE BUSINESS LICENCE AGREEMENTS (# PARTICIPANTS COMMUNITIES)



KEY TRENDS:

- **87%** of the province by population has BizPaL service coverage
- **Open for Business Awards: A total of 53 communities** have submitted applications to the Roundtable since 2013 that detail local government initiatives that are small business friendly. Each winning community will receive an award of $10,000 to help implement an initiative aligned with the *BC Small Business Accord*

OPEN for BUSINESS 2014 Award

program of the Province of British Columbia

*Congratulations to the nine **Open for Business** award winners for 2014: Grand Forks, Kelowna, City of Langley, Parksville, Port Coquitlam, Salmon Arm, Smithers, Surrey and Vernon.*

KEY GOVERNMENT INITIATIVES:

- **LNG-Buy BC**
  www.lngbc-register.ca
- **BizPaL**
  www.bizpal.ca
- **Mobile Business Licence**
  www.resourcecentre.gov.bc.ca/mobile.html

GROWING
MARKETS:

Small Business exporters punch above their weight class – even though 98.5% of small businesses do not export, **$14.4 billion** worth of merchandise was exported by small business in 2012.

WHERE GOODS FLOW

Small Businesses	Export Value
USA	**31%**
Non USA	**34%**
Both USA and Non USA	**35%**

KEY STATS:

- **50%** of goods exported from BC are by small business

KEY TRENDS:

- Small business growth in the high technology sector between 2008–2013 reached **10%**

KEY GOVERNMENT INITIATIVES:

- **Trade and Invest BC**
  www.britishcolumbia.ca
- **Import-Export Guide**
  www.resourcecentre.gov.bc.ca/pdf/ImpExpGuideEng.pdf

GROWING
THE WORK FORCE:

1. **Provide a head start** to hands-on learning in schools
2. **A shift in education and training** to better match with jobs in demand
3. **A stronger partnership** with industry and labour to deliver training and apprenticeships

KEYS STATS:

- **55%** of private sector jobs are provided by small business, employing over **1 million** British Columbians
- **32%** of wages paid by small business (#1 in Canada - 26% avg.)

KEY GOVERNMENT INITIATIVES:

- **Work BC**
  www.workbc.ca
- **BC Skills for Jobs Blue Print**
  www.bcjobsplan.ca/getskills/wp-content/uploads/BCs_Skills_for_Jobs_Blueprint.pdf

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Who We Are... small business owners and advocates for B.C.'s small business community

Cybele Negris
Vice-Chair
Small Business Roundtable
President and Co-Founder
Webnames.ca Inc.
VANCOUVER

Robert Fine
Director
Central Okanagan
Economic Development
Commission
KELOWNA

Ian Tostenson
President and CEO
BC Restaurant
& Food Services
Association
VANCOUVER

Mark Startup
Vice President
MySTORE
Retail Council
of Canada
VANCOUVER

MJ Whitemarsh
CEO
Whitemarsh Enterprises Inc.
BURNABY

Cindy Choi
Partner
Chan Choi & Company
VICTORIA

Sue Adams
Managing Partner
Bevendale Enterprises
WHISTLER

Chief Judy Wilson
Sk'atsin te Secwepemc
(Neskonlith Band)
CHASE

Kelly McCormack
Owner
McCormack
Management
BURNS LAKE

David Littlejohn
Living Forest
RV Park/Oceanside
Campground
NANAIMO

John Cameron
CEO
Rock Solid Business
Coaching Inc.
LANGLEY

John Winter
President and CEO
British Columbia
Chamber of Commerce
VANCOUVER

For inquiries contact www.smallbusinessroundtable.ca

A Message from the Roundtable

Our Mandate: The BC Small Business Roundtable has been mandated by its Chair, the Honourable Naomi Yamamoto, Minister of State for Tourism and Small Business, to provide advice to government and acts as the small business community's voice to government in British Columbia. The Roundtable continues to support the BC Small Business Accord and champion small business interests in the province. With our extensive network within the small business community, our members engage with small businesses to identify key issues and opportunities. With this real world intelligence we provide advice to government as to what is needed to help drive small business growth and success.

Our BC Small Business Accord: The Accord was created in 2013 in consultation with the small business community to improve government's interactions with small business by fostering a progressive business culture. To further the Accord, the Roundtable has provided government with priorities and recommendations to help establish British Columbia as the most small business-friendly jurisdiction in Canada. Many of these priorities and recommendations are detailed in this report. More information about the Accord is available at **www.jtst.gov.bc.ca/sbaccord/**. Learn about the successful businesses that inspire the Roundtable at: **www.smallbusinessroundtable.ca/succeed-(1).aspx**

Our Board: The Roundtable is comprised of small business leaders from across the province. We would like to recognize departing members Murray Presley (2005), Garth Frizzell (2010), Mike Klassen (2013), and Sonia Virk (2009) for their many years of service to B.C.'s small business community. We would also like to pay tribute to Mary Anne Arcand, Roundtable member since 2012 who passed away this year, for her contributions to the Roundtable. With an infusion of several new members we are looking forward to building further momentum and drawing from the innovative nature of small business leaders to streamline policy and recommend programs that will benefit the small business community.

Our Accomplishments: With the support of our Chair, the Honourable Naomi Yamamoto, we are proud to have delivered on the following 2013 Annual Report commitments over the past year:

- Engaged with the Province on the Small Business – Doing Business with Government Project, which developed 12 recommendations for implementation to make it easier for small business to sell goods and services to the provincial government.
- Supported the development of a new streamlined short-form Request for Proposals for contracts under $250,000.
- Supported the creation of MentorshipBC, a web-based portal to help business owners find mentoring programs that best meet their needs.
- Advocated for improvements to the Canada Job Grant program to make skills training more accessible to small business owners and their employees.
- Adjudicated the 2014 Open for Business Awards and provided $10,000 to each of the nine winning communities that demonstrated they are operating within the spirit of the BC Small Business Accord principles.
- Continued expansion of the Mobile Business Licence into Metro Vancouver and Central Vancouver Island.
- Continued to hold government's feet to the fire on Red Tape Reduction to maintain its Net Zero Increase commitment.
- Supported development of the upcoming Small Business Awareness Strategy, an action under the BC Small Business Accord intended to increase awareness of existing resources available to small business owners to help them grow and succeed.
- Supported the Province's Core Review process and continued to identify unnecessary government intrusions that impact small business.
- Recruited businesses to participate alongside Roundtable members in Twitter town halls for 'Cutting Red Tape' and 'Liquor Policy Reform.'

We want to hear from you: For any issues you or another small business owner wants to voice, email us at **roundtablesectretariat@gov.bc.ca** and let us bring your voice to the Minister.

twitter @SBRoundtableBC

The Small Business Roundtable Board

Accord Principle 1

Consider the needs and impacts of small business in policy and program decisions to enhance business certainty, access to qualified labour, access to capital and technology adoption.

To ensure that small business interests are being heard, the Roundtable is actively supporting the following Accord-aligned initiatives:

1. **Annual Report to Government:** This ninth Annual Report identifies priorities and recommendations that will help government continue to implement actions under the BC Small Business Accord. The recommendations contained in this report are designed to foster a progressive business culture that builds on our work summarized in previous Roundtable Reports which are available at: www.smallbusinessrountable.ca

2. **Small Business Roundtable Consultations:** Since 2005, 59 Roundtable-led public consultations have been conducted, reaching more than 1,100 small business owners throughout British Columbia. For 2013, the Roundtable participated in several consultations led by the **Small Business – Doing Business with Government Project**. Over the course of the project eight consultation sessions were held in all eight economic regions. In total, 108 small business owners were directly engaged to provide context that helped shape the 12 recommendations to reduce barriers to small business procurement with the provincial government.

3. **Aboriginal Small Business Consultation:** The Roundtable is looking forward to the Aboriginal Small Business Consultation planned for October 2014 in Kamloops. A robust discussion is expected that will see Aboriginal leaders develop a vision for economic development. Breakout sessions will build on the previous three Aboriginal small business consultations by exploring how to best support Aboriginal entrepreneurs, determining regional priorities for economic entrepreneurship and doing a review of targeted entrepreneurship successes in the tourism industry.

Recommendations to Government to Achieve Accord Principle 1

1. Implement appropriate policies and programs for key growth sectors to allow small businesses to become more competitive in securing investment, strengthening executive recruitment, providing for management training, workforce development and optimal corporate structuring. To encourage and support existing small businesses with the potential for rapid growth, the Province should work with its federal counterparts to examine where economic growth is most promising.

2. Engage with the small business community on their terms by continuing to host small business-focused Twitter town halls on topics such as how immigrant and youth entrepreneurship strengthens communities, how small business can help address the greater social good, and how financial literacy helps grow the economy. This initiative recognizes that many small businesses use social media to connect with existing and prospective customers, develop their brands, and provide a portal to sell their goods and services online.

Small Business – Doing Business with Government Project Executive Project Lead, George Farkas, consulting with small business representatives in Terrace about improving small business access to government procurement opportunities.

Accord Principle 2

Foster a regulatory environment that small business can access, navigate and influence effectively and efficiently.

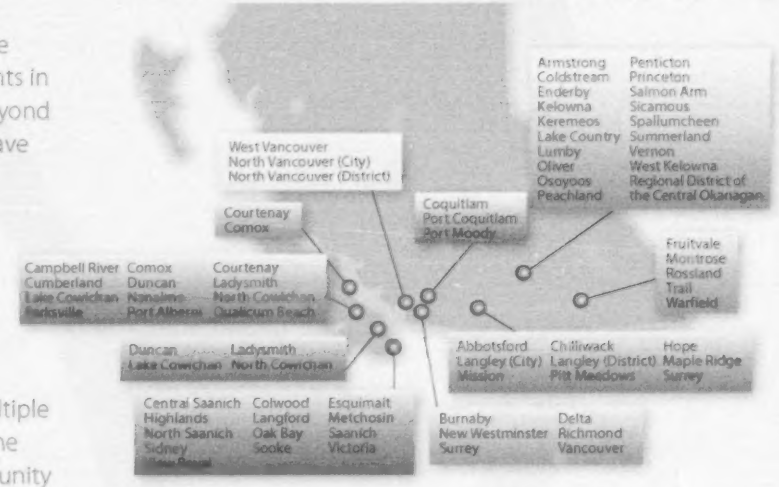
To simplify the regulatory environment, the Roundtable is leveraging its network to support the following priorities:

1. **The BC Regulatory Reform Annual Report** provides clear evidence for the Province's commitment to drive economic growth by reducing red tape and regulatory burdens for citizens and businesses and ensuring a net-zero increase in the regulatory count until 2015. Highlights from this year's report can be found at: www.gov.bc.ca/regulatoryreform
2. **Mobile Business Licence Expansion** has been achieved in many areas throughout the province and is helping build toward a single-licence, simplified licensing framework for each of the province's eight economic regions. The Roundtable's promotional video can be found at: www.smallbusinessroundtable.ca/champion
3. **WorkSafeBC** has created new standardized letters and forms that use plain language in support of governments Red Tape Awareness week. The Roundtable appreciates WorkSafeBC's efforts to develop a strategy to become more empathetic and responsive to small business needs. To improve customer experience, they have undertaken considerable research into the needs, wants and current perceptions of small business employers. The results indicate that the strategy should also include an update to the annual rate notification package and website to improve consistency, tone and clarity – both of which are scheduled for completion in 2015.

Recommendations to Government to Achieve Accord Principle 2

1. Continue to engage with local government to encourage the establishment of Mobile Business Licence Agreements in additional communities beyond the 69 communities that have established agreements. MBLs are developed in partnership with the Province and interested municipalities to lighten the administrative burden of small business owners who operate in multiple jurisdictions. In particular, the Roundtable sees an opportunity for Northern B.C. to establish their own agreement.

Mobile Business Licence Program Participants



2. Apply feedback from small business owners and government to appropriately address unnecessary government intrusions, real or perceived, that affect business owners or creates contradictions among ministry mandates. In support of the **Province's Core Review** process, the Roundtable recommends that government ministries work collaboratively to ensure a robust small business lens is considered in the development of policies, programs and legislation and approach the Roundtable for advice through its Chair.
3. Commit all government ministries to provide fairness and service as outlined in the Ministry of Finance's *Taxpayer Fairness and Service Code* www.sbr.gov.bc.ca/documents_library/TFSC/pamphlet_english.pdf. Effective regulatory reform involves more than reducing the count of regulatory requirements. It also means that the regulations are well designed, clearly understood and communicated, and that these rules are consistently enforced by well-trained, solution-orientated government officials who are well versed in customer service.

Accord Principle 3

Design government programs and resources affecting small business so that they are well developed, accessible, properly funded and effectively communicated.

Recommendations to Government to Achieve Accord Principle 3

To improve government interactions with small business, the Roundtable is working with the Ministry of Jobs, Tourism and Skills Training to increase the reach of the following initiatives:

1. **Small Business Awareness Strategy** is an action under the BC Small Business Accord. The strategy will help ensure that government policy and programs are developed and implemented with a small business lens, and that information and programs to support small businesses are marketed to the small business sector in a coordinated and effective way. The Roundtable has made this a key priority and is helping government to design the strategy to promote and leverage new and existing initiatives that support business start-up and growth.

2. **LNG-Buy BC** is a multi-faceted strategy to efficiently connect B.C. businesses with LNG Projects. Government is facilitating these connections through outreach to proponents, industry, and communities to advocate and raise awareness; workshops to help B.C. businesses become suppliers to LNG projects; LNG conference/ trade show to showcase B.C. capabilities and drive business-to-business connections; and on-line supplier registry to help connect B.C. businesses with LNG project opportunities and support marketing B.C. goods and services internationally. www.LNGbuyBC.ca

1. Reference the relevant BC Small Business Accord principle in news releases and bulletins that touch the small business community to continuously reinforce the Accord's influence. The Roundtable anticipates that this shift by government ministries will increase implementation of and support for the Accord within government. This will foster sustained interest from the small business community as it recognizes that small business owners often see government announcements as lacking the necessary follow through to warrant their continued interest.

2. Support the Roundtable's interest to increase the reach of the BC Small Business Accord and the Open for Business Awards in the local government sphere. The Roundtable is encouraged by exploratory discussions with UBCM's Community Economic Development Committee. The Roundtable supports formation of a UBCM-sponsored plenary discussion or working group to develop a small business strategy that improves government interactions and encourages small business growth and success.

Connecting small business to the LNG opportunity at the 'LNG in BC Conference Trade Show' with guest speaker Deborah Leroux, Founder of Uniting Projects.

Accord Principle 4

Foster thoughtful collaboration among all levels of government, including First Nations.

To improve government coordination, the Roundtable is interested in sharing the best practices from the following initiatives as they foster a progressive business culture:

1. **The 'Open for Business Awards'** is an original Small Business Accord commitment to help improve the small business climate by recognizing and celebrating local governments that are making it easier for small business to do business in their communities. The Roundtable was granted $200,000 to provide up to 20 awards of $10,000. The winners are required to use the award to help deliver a proposed small business-friendly initiative in their community. In 2014, seven new communities made submissions. All submissions for the award are evaluated based on local measures aligned with the six principles of the Small Business Accord. On September 24, 2014, nine winners were celebrated at an award ceremony at the Union of B.C. Municipalities annual convention in Whistler.

The recipients of the 2014 Open for Business Awards with Ministers Naomi Yamamoto and Coralee Oakes. Winners were honoured at a ceremony during the UBCM Annual Convention on September 24, 2014. Congratulations to Grand Forks, Kelowna, City of Langley, Parksville, Port Coquitlam, Salmon Arm, Smithers, Surrey and Vernon.

2. **The 'How to Start a Restaurant in BC' Initiative** is a collaborative project between the Province, the BC Restaurant and Foodservices Association, and the municipalities of Victoria, Kelowna and the City of North Vancouver. The project is aimed at clearly explaining the process and what to expect when starting or maintaining a restaurant in B.C. The important discussions occurring between government and these agencies are essential to improving the process, lessening the administrative burden and supporting growth in the small business sector. For more information on this project, see the 2013/14 Regulatory Reform Annual Report at: www.gov.bc.ca/regulatoryreform

Recommendations to Government to Achieve Accord Principle 4

1. Advance the 'How to Start a Restaurant in BC' Initiative by evaluating any process improvements to capture the time and steps saved, demonstrating the benefits of these efforts and the need to identify more innovative measures and best practices to help expedite the start-up process and simplify business requirements in other key sectors.
2. Increase the reach of the LNG-Buy BC program by posting video vignettes of the LNG-Buy BC boot camp workshop developed by the Northern Development Initiative Trust and design in-depth webinars accessible to small businesses that are interested in exploring the opportunity further. In addition to helping the Province pay down its debt, LNG opportunities can help small businesses drive local economic growth.

"We applaud the efforts of the 'How to Start a Restaurant in BC' Initiative team to help streamline the complicated process of opening a restaurant. The creation of a central source and guide to navigate licensing, permits and other hurdles is overdue and welcome."

Kelly Gordon –
President and Partner, Extra Mile Hospitality

Accord Principle 5

Deploy educational and training programs that are future-focused and aligned to meet the changing needs of small business and the labour talent it develops.

To support business skill development, the Roundtable is working to increase the reach and value of the following small business training resources:

1. **Small Business BC (SBBC)** is supported by the Province and federal government to provide entrepreneurs with the information and guidance they need to build a solid foundation for their business. Regardless of the business stage SBBC assists with guided supports, such as one-on-one coaching services, seminars and webinars, business plan reviews and provides dozens of free resources designed to supply entrepreneurs with the skills they need to grow and succeed. www.smallbusinessbc.ca
2. **MentorshipBC** is a BC Small Business Accord commitment for an online resource for small business owners in B.C. to find and access mentor programs available to them. The MentorshipBC homepage has an online search tool that provides users with a list of screened mentorship programs to suit their needs. A protocol was developed with input from small business leaders to ensure that quality offerings from a wide range of organizations offering mentoring programs are profiled on the site. www.mentorshipbc.ca
3. **Skills Training for Micro Business Pilot (MBT)** was provided with $3.1 million from the Province and is the first program of its kind in Canada for businesses with five employees or fewer. Its mandate is simple: To provide B.C. small business owners $1,500 to upgrade their business skills. All participants have no prior formal training beyond high school and are matched to training coordinators who assess their challenges and needs specific to their industry, region and personal experience. Their training meets those needs with the goal of improving their financial, management, marketing and technical skills. www.bcmicrobusiness.com

Recommendations to Government to Achieve Accord Principle 5

1. Continue funding support of the MBT program as its merit has been demonstrated to the Roundtable, exceeding its target of 1,200 participants by 161 people. The Roundtable recommends it as an excellent program candidate warranting continued funding through the Canada Job Grant and Canada-BC Job Fund.
2. Work with all levels of government to create awareness of small business programs that help small businesses grow and succeed and continue to support Community Futures to educate small businesses on succession planning.
3. Forgive student and apprenticeship loans to help recruit in-demand trades to areas where their talent is required. Improve the accountability of post-secondary institutions and improve partnerships with the local small business community to identify training, apprenticeship and co-op priorities. The Roundtable also supports changes within the Industry Training Authority to provide opportunities for apprenticeships and hire advisors to assist companies in applying for the training and apprentice grants available from the federal and B.C. government.

BC Innovation Council's Dawn Wood showcasing the new MentorshipBC Web Portal with Ministers Bond and Yamamoto in Prince George.
(Photo: Prince George Chamber of Commerce)

Accord Principle 6

Create long-term growth opportunities for small business through government procurement.

To help small business sell to government, the Roundtable continues to monitor government progress for the following Accord initiative:

The Small Business – Doing Business with Government Project Report was released in March 2014. The report contains 12 recommendations to remove barriers and make it easier for small business to do business with government. During consultation with small businesses the report identified three key barrier themes:

- **Awareness of Opportunities to Sell to Government**: Small businesses are not always aware of how government purchases, or where to find opportunities though government's procurement system BC Bid and Corporate Supply Arrangements. Furthermore, small businesses are largely unaware that there is also an opportunity to market their business to government ministries.
- **Information and Resources**: Most small businesses are unaware of the procurement information and resources currently available and typically do not benefit from direct dialogue with government staff throughout the contracting process.
- **Cutting Red Tape and Increasing Small Business Participation**: Government contracting processes and requirements do not always reflect the nature or associated risks of the contract, and the operating realities of small businesses.

The Roundtable is pleased that government has endorsed all of the recommendations detailed in the report, which can be found at: **www.jtst.gov.bc.ca\selltobcgov**

Recommendations to Government to Achieve Accord Principle 6

1. Continue to implement the recommendations in the Small Business – Doing Business with Government Project Report to increase opportunities for small business and reduce barriers toward achieving a 20 per cent increase in government procurement spending to small business. The Roundtable is looking forward to seeing the outcomes from the following related initiatives:
   - increased use of the short-form RFP across ministries
   - increased small business participation in outreach activities offered through Small Business BC
2. Use the BC Small Business Accord to highlight procurement-related streamlining initiatives as they are completed. The Roundtable recognizes that government procurement is complicated and commends the **Small Business – Doing Business with Government Project** for Recommendation 9 that expresses government's intent to streamline government procurement processes and templates.

In total, 108 small business owners were directly engaged to supplement the 164 surveys that helped government gain a better understanding of the barriers facing small business when selling goods and services to government.

Recommendations to the Small Business Community

...To Support Local Entrepreneurship

1. Support local retail, service providers and financial institutions when practical to strengthen local economies, as more money will be re-circulated within communities, raising the level of economic activity.
2. Register for the **LNG-Buy BC On-Line Supplier Registry Tool** developed by the Province so that B.C.-based businesses can demonstrate their qualifications and pre-register as potential contractors or consultants for LNG project proponents. The development of the LNG sector in B.C. provides a tremendous opportunity for small business owners to reconfigure their business or form innovative partnerships to better align with this anticipated $1 trillion opportunity. Using this online tool and the Northern Development Investment Trust's 'Supply Chain Connector', several businesses are already promoting their business capabilities to the LNG projects and are exploring joint ventures or consortium building opportunities to pool resources and skills to fill contract roles as they develop. www.LNGbuyBC.ca
3. Continue the important work started by Community Futures and Venture Connect to address entrepreneur shortages through regional business succession planning training by promoting and encouraging the use of the new succession planning trainers located at Community Futures offices throughout the province. Visit www.ventureconnect.ca/events/business-owner-succession-strategies to learn more.
4. Consider volunteering with Junior Achievement BC to deliver entrepreneurship programs.
5. Provide input directly to procurement@gov.bc.ca to contribute your ideas to improve small business access to government procurement opportunities.

The student team from Maaqtusiis Secondary School, Ahousaht, British Columbia with Jan Bell-Irving, President & CEO, Junior Achievement of British Columbia (far left) and the Honourable Naomi Yamamoto, Minister of State for Tourism and Small Business (middle). The team travelled to Vancouver to participate in the JABC Innovation Jam, a one-day business challenge for high school students.

Recommendations to the Small Business Community, continued

... To Strengthen Your Business

1. Explore requirements needed to gain the required qualifications necessary to take advantage of the imminent LNG opportunities. We recommend these efforts to build relationships with businesses and assistance should be initiated as soon as possible to identify programs that may help qualify your business sooner.
2. Read the recently updated **2014 Import/Export Guide** if your business is looking to enter a foreign market that would benefit from investment or business connections. We also recommend that you contact B.C.'s Trade and Investment Representatives who can match your firm to business advisors, as well as investors who can help you achieve success. www.resourcecentre.gov.bc.ca/m/ieg2014/
3. Find a Business Energy Advisor (BEA) near you by visiting: www.bchydro.com/powersmart/business/business-energy-advisors.html. With their help, the **LiveSmart Small Business Program** has served more than 14,000 businesses and contributed to over $13 million in utility savings to date. Effective March 31, 2014, the BEA service has been transitioned from the Province to BC Hydro and FortisBC to offer free energy assessments and best practices advice to eliminate energy waste and improve profitability.
4. Review the revised **Starting a Small Business Guide** that was developed with input from the BC Small Business Roundtable and Small Business BC to familiarize yourself with the supports offered to small business. www.resourcecentre.gov.bc.ca/pdf/Start_SmlBusiness.pdf
5. Connect with Small Business BC to familiarize your company with their training, education and advisory services such as the newly revised import/export program. Small Business BC can help every business become more successful; from assistance with planning processes to mitigate unforeseen circumstances or disruptions that can adversely affect a company's operations to implementing new ways of acquiring and keeping customers.

... To Improve the Business Climate

1. Support local business and celebrate their success stories. Nominate your favourite B.C. small business for the **Small Business BC Awards** with ten categories ranging from Best Company, Best Workplace, Best Community Impact, the Premier's People's Choice Award and more. http://sbbcawards.ca/award-categories/
2. Engage with the Roundtable to help develop "Made-in-B.C." solutions for the following regulatory priorities:
   - identify regulatory requirements where a third-party sign-off protocol could be applied for small businesses that have retained consultants, contractors and suppliers to address permits and equipment certification requirements for building improvement and equipment essential to their operation. This will ensure that small businesses are not financially affected by regulatory inspection capacity issues that are beyond its control
   - identify regulatory overlap and redundancy to improve the building code system to address a lack of inter-jurisdictional coordination
   - identify incentives for businesses that have a demonstrated track record of regulatory compliance and operational excellence in environmental health and safety
3. Provide the Roundtable specific examples where provincial regulations have not been consistently applied region-to-region so that it may advise the government of its implications and potential solutions.
4. Encourage your municipal government to submit a completed application for the 2015 **Open for Business Awards**, to be announced in Spring 2015. The information in the application serves as a self-evaluation and is intended to be used to prepare a best practices report that will help identify government initiatives that promote an "Open for Business" culture. The Roundtable is exploring opportunities with UBCM to co-author this report.

OPEN for BUSINESS 2015 Award
program of the Province of British Columbia

Small Business Roundtable Commitments Moving Forward

1. Support small business growth and success.

2. Advocate for further dialog among all levels of government to implement or change policies that affect small business.

3. Continue to advocate for:
   - PST reform and simplification
   - Mobile Business Licence expansion
   - Regulatory reform and simplification
   - Skills training for small business owners and their employees

4. Collaborate with Union of British Columbia Municipalities (UBCM) to increase the reach of the Open for Business Awards and capture municipal best practices that are in the spirit of the Accord principles for the purpose of increasing their adoption.

5. Host an Aboriginal small business consultation to find opportunities to strengthen business support linkages to the other levels of government and their communities.

Resources for Small Business...

BRITISH COLUMBIA'S Small Business Roundtable

www.smallbusinessroundtable.ca

MentorshipBC

www.mentorshipbc.ca

WOMEN'S ENTERPRISE CENTRE

www.womensenterprise.ca

Junior Achievement CANADA

http://british-columbia.jacan.org

futurpreneur canada
fuel for young enterprise

www.futurpreneur.ca

fwe british columbia FORUM FOR WOMEN ENTREPRENEURS

www.fwe.ca

BizPaL
Business starts here

http://bcbizpal.ca

SMALL BUSINESS BC

www.smallbusinessbc.ca

BCIC
BC INNOVATION COUNCIL

www.bcic.ca

BCeID

www.bceid.ca

WorkBC
Employment Services Centre

www.workbc.ca

ABSN

www.absn.ca

BRITISH COLUMBIA

www.gov.bc.ca

CANADA STARTS HERE
BC JOBS PLAN

www.bcjobsplan.ca

BRITISH COLUMBIA'S
Small Business Roundtable

www.smallbusinessroundtable.ca